

## **Area Sales Manager Benelux**

### **Company**

As a division of the China based FUWA group, world's largest axle manufacturer, VALX entered the European trailer-axles market almost 10 years ago. VALX is a young and developing company with a focus on the EMEA region. The trailer axles program shows a proven concept offering long lasting value to trailer builders and fleet operators. Our product has been designed, assembled and tested in Europe with outstanding long-term durability, reliability and safety. Due to the continues expansions of our business we have a job opportunity for an Area Sales Manager Benelux.

### **Function description**

The Sales department is the first point of contact for our customers, who we believe to be our most valuable asset within the VALX organization. As an Area Sales Manager for the region "Benelux" you are responsible for maintaining a good relationship with existing customers and for growing the VALX business by adding new ones. You will be supported by the internal Sales team and you will report directly to the Sales Director.

### **Main Tasks & Responsibilities**

- Building lasting relationships with new and existing customers in the region
- Explore new market opportunities, needs and trends, but also anticipate threats
- Provide the customer with solutions and communicate customer wishes to the technical- and engineering department
- Provide the purchase department with a proper forecast
- Participate in contract negotiations
- Represent VALX at fairs and meetings (also outside the region)
- Show entrepreneurial spirit
- Understand the concept of profit and earning money

### **Function demands**

- You have a technical and/or commercial HBO level education (bachelor degree) and at least 3 years' experience in a sales related role preferably in an technical, truck and trailer and/or automotive environment
- You are fluent in Dutch and English, both verbal and in writing. Additional languages (German, Spanish, French) are a pre
- You are a people person, a team player, flexible, pro-active and result driven
- You have the ability to work effectively and conscientious when under tight schedules and under minimal direct supervision
- Willingness to travel frequently throughout the region

### **Conditions**

Full time, fixed contract, business car, telephone, credit card.

### **Contact person**

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